



Investor Presentation

April 2018

Investment case: redT energy

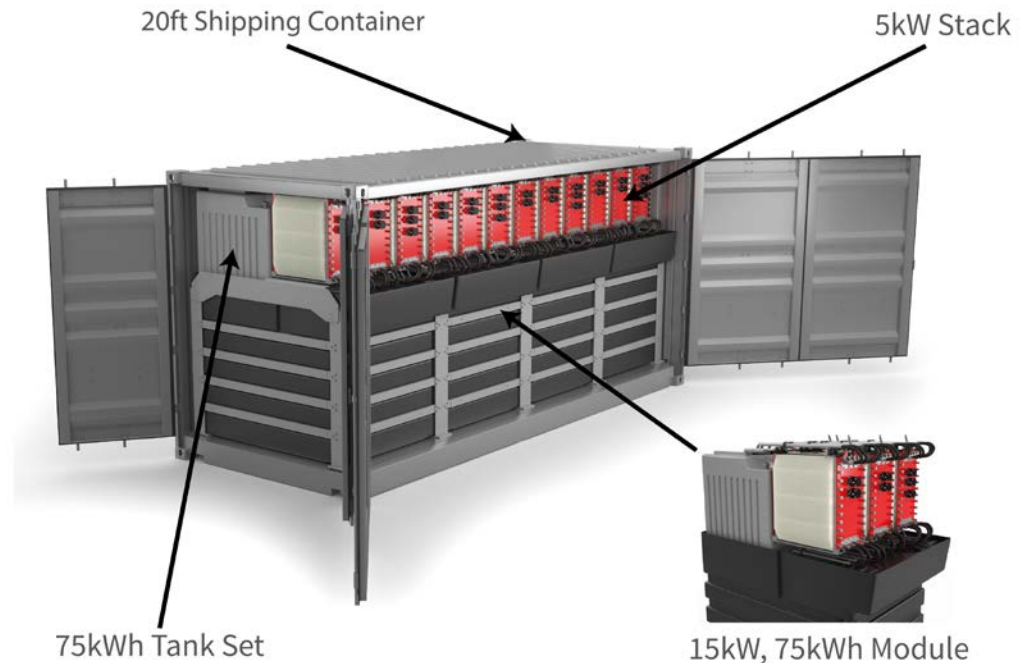
- A **global market leader** in vanadium redox flow machines
- An **energy storage expert**, with **29 years experience** in the energy industry
- **Tier-1 manufacturing** capability
- Over **3.4MWh of machines deployed** globally with more than **1.8 million hours operating experience**
- **Protective IP** over system design and technical knowledge
- Addressable **market larger than all other battery markets** combined
- **Demonstrable commercial success** in core markets with **€2.5m (43 units) secured orders for 2018**
- **€357m pipeline** (€18.3m / 330 units under final stage negotiation)

Key Existing Customers



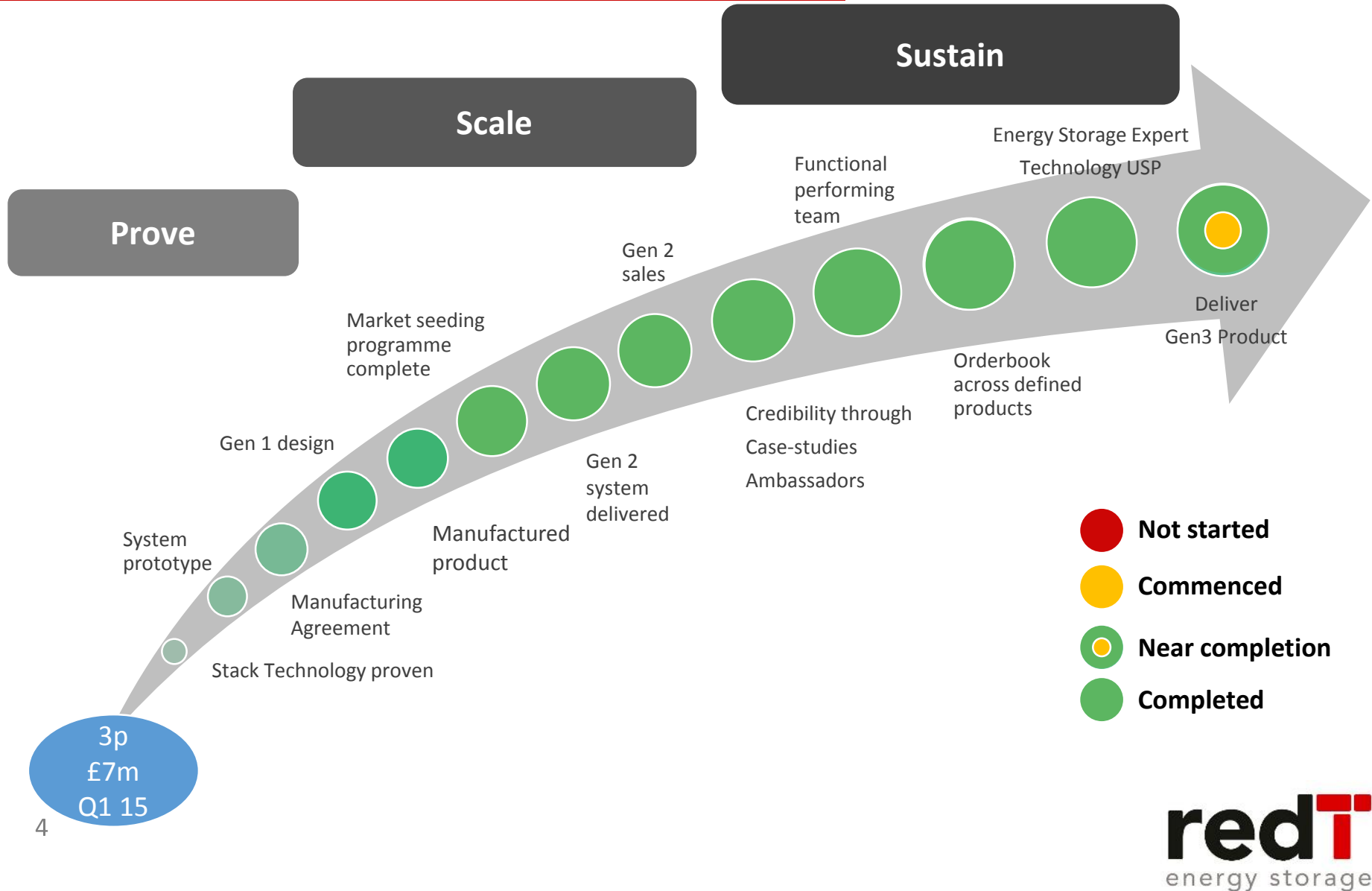
What we do: redT energy

- **Energy storage experts**, specialising in durable, energy storage **infrastructure** which create **attractive economic returns** for customers
- **Multi-technology** energy storage solutions utilising **patented redT flow machines** or **hybrid systems incorporating lithium**
- **29 years** energy industry experience with **18 years** of energy storage product development combine to provide **complete business solution** for customers



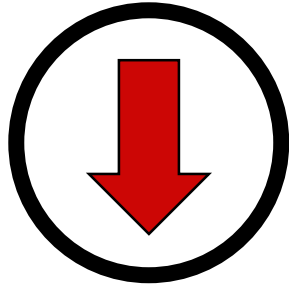
redT 60kW, 300kWh machine

Sustainable equity value



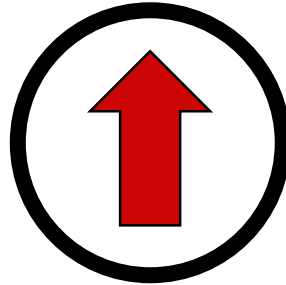
Market Opportunity

Energy market trends



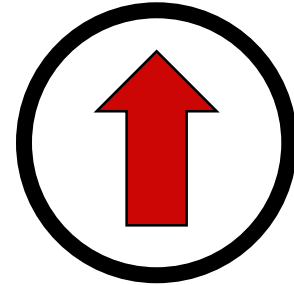
Cost of Solar Generation

Tending to \$0/kWh



Power Price Volatility

Peak Prices Rising



Grid Service Revenues

USA, UK + others coming online

Distributed infrastructure energy storage is now open for business
This is real, distributed infrastructure – not opportunistic investments based on short term (< 1 hour) arbitrage

Energy storage applications overview



Grid Connected C&I – Renewables + Storage – ~15% IRR

Certain geographies now economic; UK, Australia, Germany, USA
Time-shifting for self consumption, contracted services and merchant revenues

Market Size

\$65-103bn



Off-Grid & Weak Grid – ~30% IRR , 3-5 year payback

Diesel energy production cost \$0.50 to \$1 per kWh. Solar desired in off-grid, but doesn't work without industrial, heavy cycling storage. Solar + flow machine cost \$0.20-0.30 per kWh (figures indicative of South African market)

>\$27bn

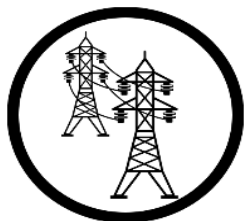


Renewables + Storage Grid Projects

Decentralised, large scale renewables projects (Solar, Wind, Tidal etc.) supported by large scale, flexible energy storage platform asset

\$32-50bn

(US Market only)



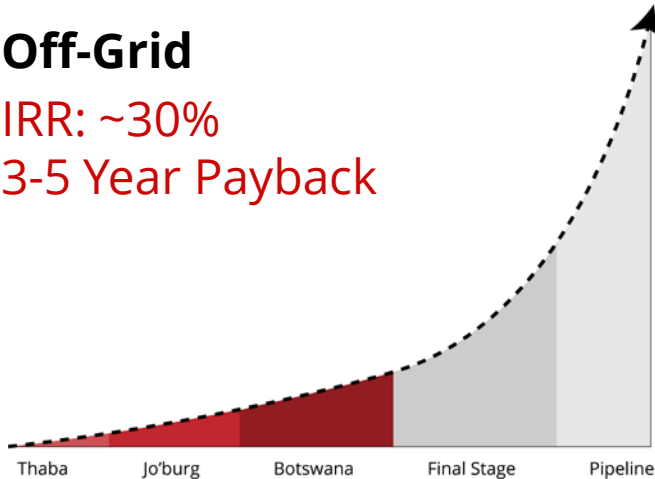
Large Scale Grid Projects – Trading and Grid balancing (merchant returns- now economic)

For long duration grid services at national / regional level (>3hours) as base case, then can perform all grid services at no incremental cost, including energy trading. Policy to price services (not subsidies). Works now in Germany & USA, UK viable in near-term

redT market segment growth

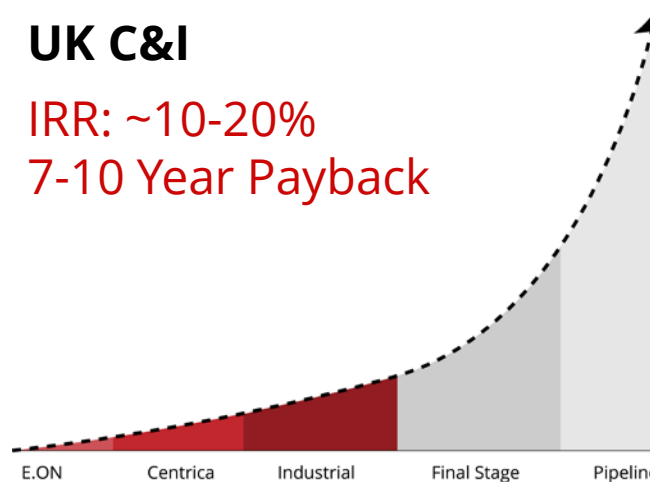
Off-Grid

IRR: ~30%
3-5 Year Payback



UK C&I

IRR: ~10-20%
7-10 Year Payback



Totals

Orders

€2.5m
43 units

Final stage

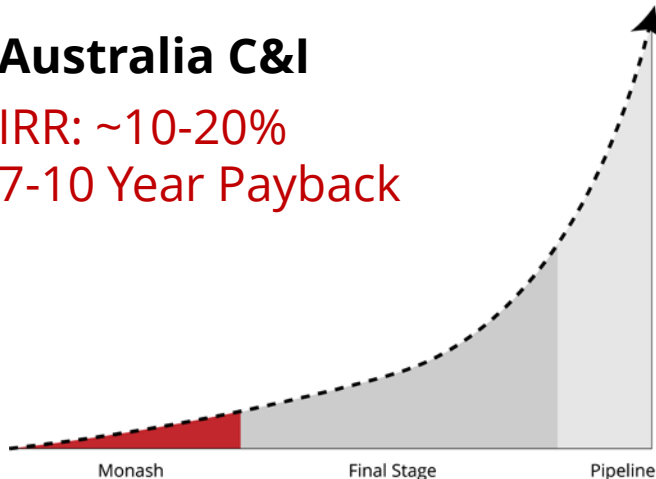
€18.3m
330 units

Pipeline

€357m

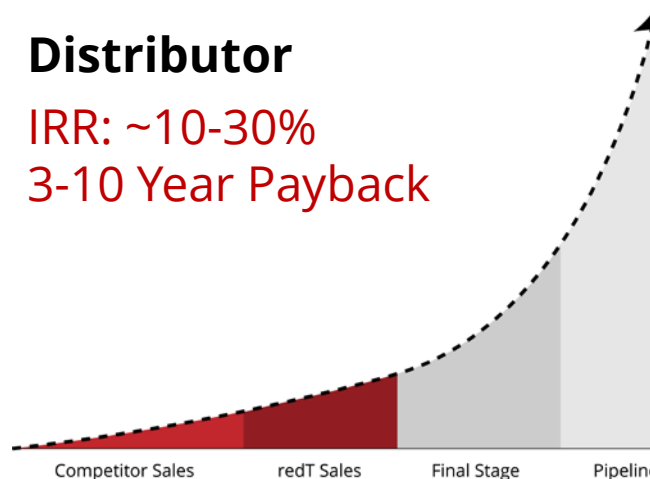
Australia C&I

IRR: ~10-20%
7-10 Year Payback



Distributor

IRR: ~10-30%
3-10 Year Payback



redT channels to mass adoption

Direct Sales (C&I)

UK, Australia, Africa & EU

Establishes initial market credibility

Develops customer use case

~ 12 month sales cycle

Gen 3 Final Stage Selection

€1m (20 Units, UK)

Distributors

Local renewable or energy experts

Trusted and local to customers

Initial 6-12 month onboarding process

~6 month sales cycle for prequalified leads

4 in UK, 2 in Africa plus E.Europe, S.E Asia, S.Pacific

Gen 3 Final Stage Selection

€7.8m (137 Units)

Large Projects (Developers)

Large-scale infrastructure projects + tenders

Stages; Project design, technical review & project finance

~ 1-3 years sales cycle

Gen 3 Final Stage Selection

*€2m (40 Units)
Financial close stage*

Specific Programmes

Specific campaigns directed at exploiting new opportunities with grants, subsidies etc.

E.g. RDPE grant in UK

Unlocking on-grid energy storage

80%

Base Returns Locked In



New Solar
Grid-Connected

Use **more solar**

Firming solar: 24/7 solar power
Requires **4-8 hours** of storage

Batteries: 2 hours
Flow Machines: > 4 hours



UK C&I
Min. 100kW
Peak Demand

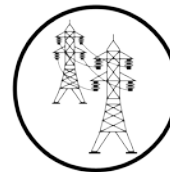
Save **more** on energy bills

Renegotiate supply contracts
Access **wholesale** power prices

Requires **~5 hours** of storage to
minimise price risk

20%

Merchant Revenue Upside



Contracted
Grid Services
(Fixed)

Access **more** revenues

Perform all services, remain flexible

Batteries: 1 service (Freq. response)
Flow Machines: All Services (stacked)



Merchant
Trading
(Variable)

Profit from price volatility

System balancing: **~4 hours** of storage

Batteries: 30 mins only
Flow Machines: 30 mins – 4 hours +

10

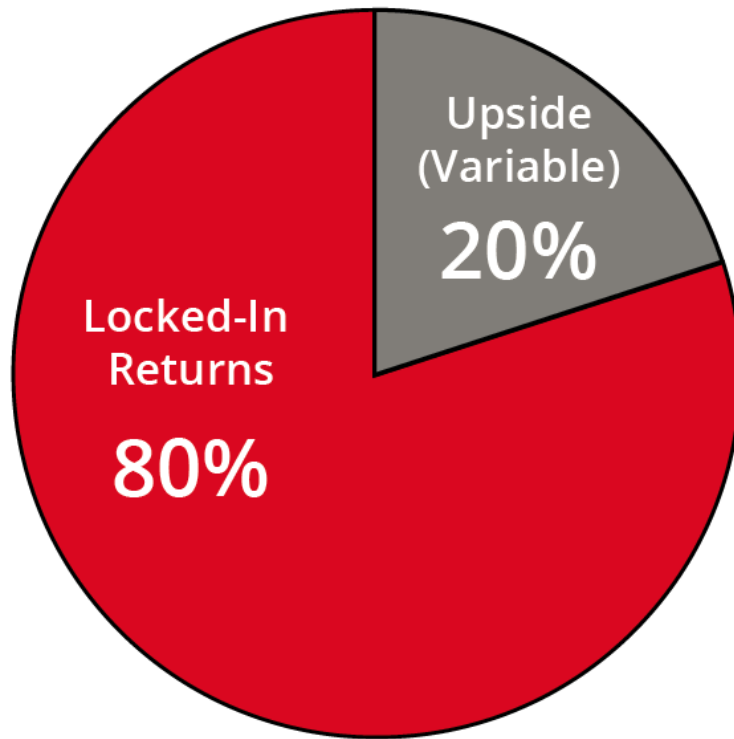
7-10 year
Project
Payback

redT machines = flexible platform
Unlocking all PV, PPA, Grid and Trading Revenues
+ additional non-quantifiable benefits

~15%
IRR (Unlevered)

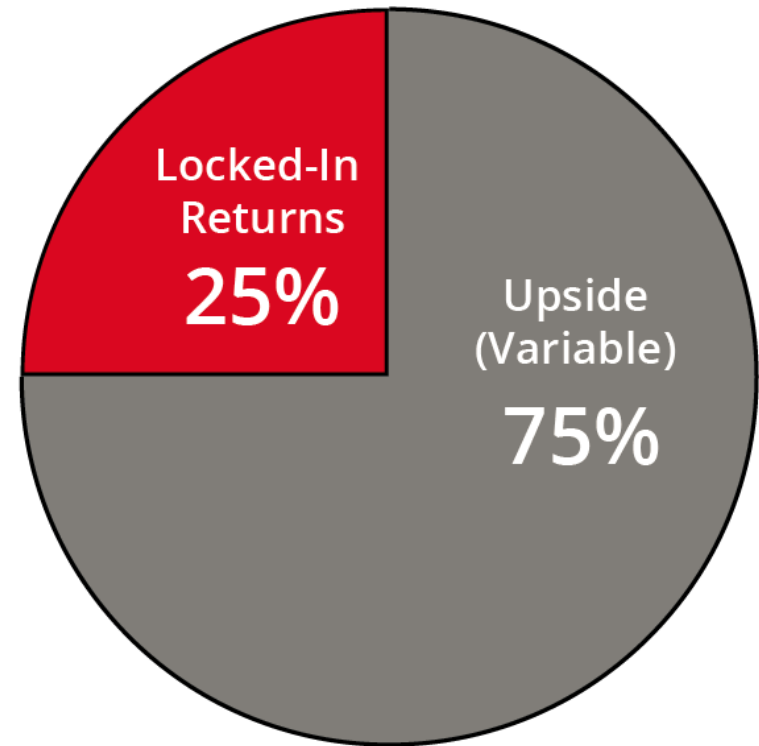
Comparing energy storage business models

Energy Storage Infrastructure



High % of business case locked-in
Flexibility to change over time

Battery Storage



Returns at risk
Non-flexible business case

Unlocking off-grid energy storage

100%

Base Returns Locked In



Use **More Solar**

Firming solar: 24/7 solar power
Requires 4-8 hours of storage



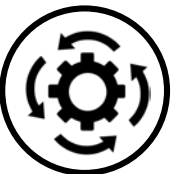
Downsize Generators

Reduce reliance on generators
Save up to 90% on fuel costs



Increase Efficiency

Run gensets at optimised loads
Increase fuel efficiency & output



Reduce Maintenance

Reduce strain on machinery
Improve machine lifespan

+ Upside

Non-Quantifiable Upside



Gain **Energy Security**

Full independence from unreliable grid
networks – gain business continuity



Reduce Carbon Emissions

Increase sustainability and reduce
environmental impact

3-5 year

Project Payback

~30%

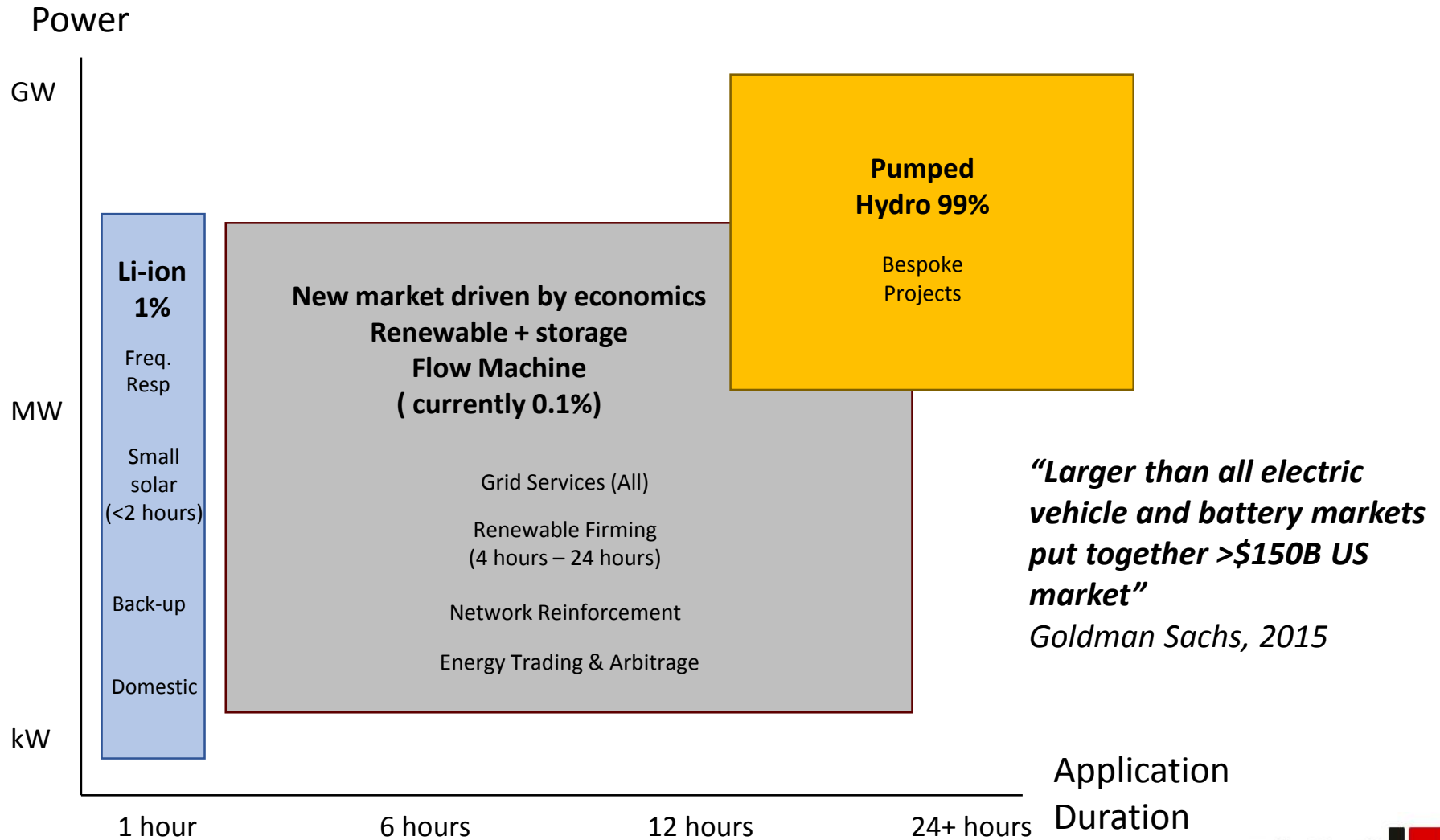
IRR (Unlevered)

redT machines = energy infrastructure

Creates significant OPEX savings &
supports environmental sustainability

Why flow technology?

Stationary energy storage market



It's a machine! Not a b*****!

Battery



10-20% Utilisation



Single use consumable

Single service

Occasional Managed Usage

Power Focussed

Ideal for:

Frequency Response Tenders – Good return in short run, but not sustainable long term

Machine



60-100% Utilisation



Flexible Platform Asset

Multiple, Stacked Services

Daily, Heavy Usage

Energy-Focussed

Ideal for:

Multiple, stacked services – Financeable, Infrastructure Asset with good long term returns

Lithium vs flow machines

Batteries

Cheap Power



Short Life



High Levelised Cost of Ownership



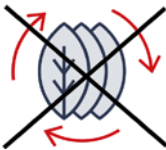
High Maintenance & % Degradation cost



0 to 50% depth of discharge



Low recycle rate & environmental waste issue



Thermal runaway fire risk up to 27C temp restricted



Machines

Cheap Energy



Long Life, infrastructure



Low Levelised Cost of Ownership



Low Maintenance No Degradation



100% depth of discharge



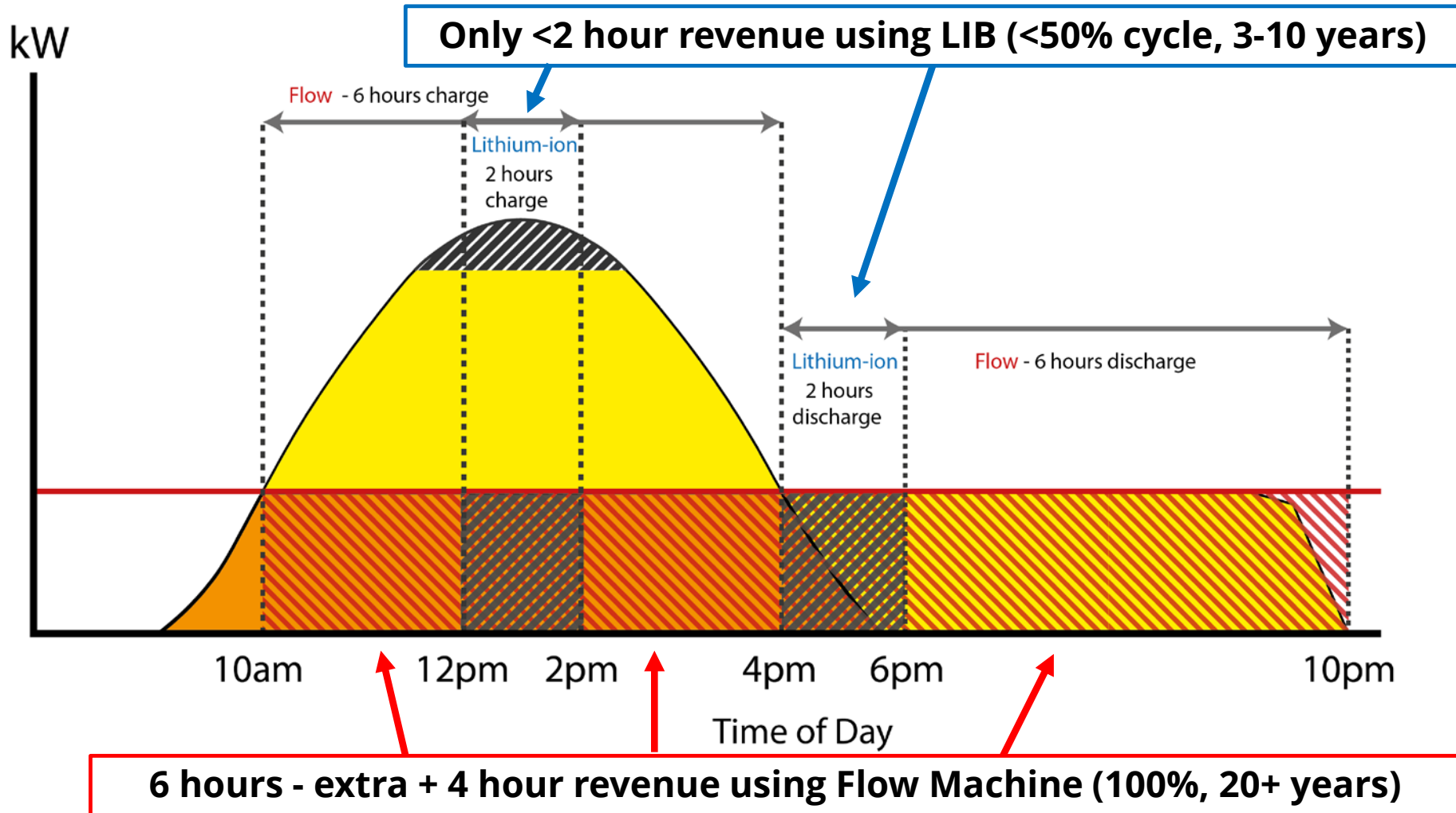
Fully reusable & environmentally friendly



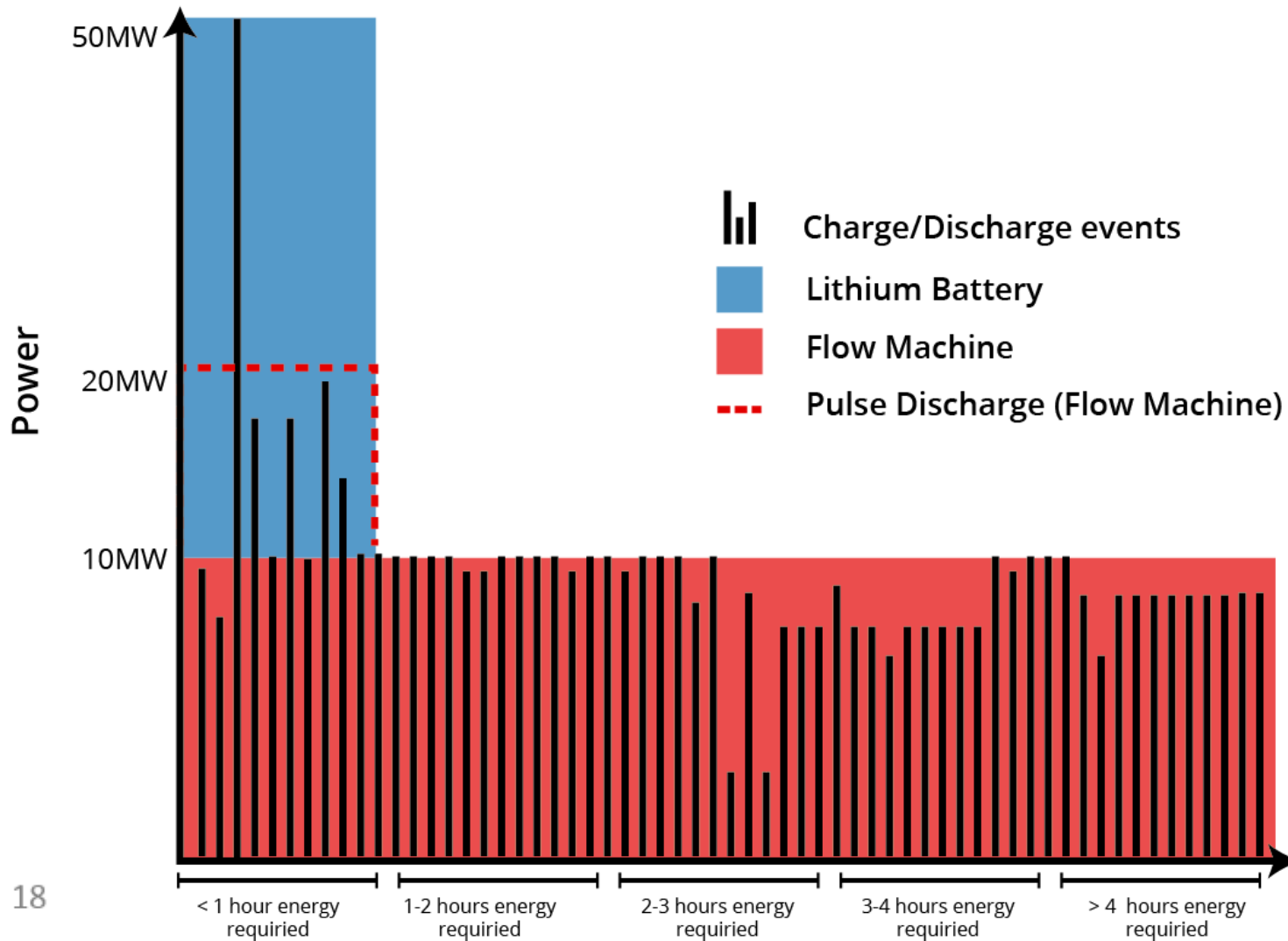
Safe, no fire risk



Time-shifting solar generation



Hybrid energy storage



Why redT?

redT corporate strategy

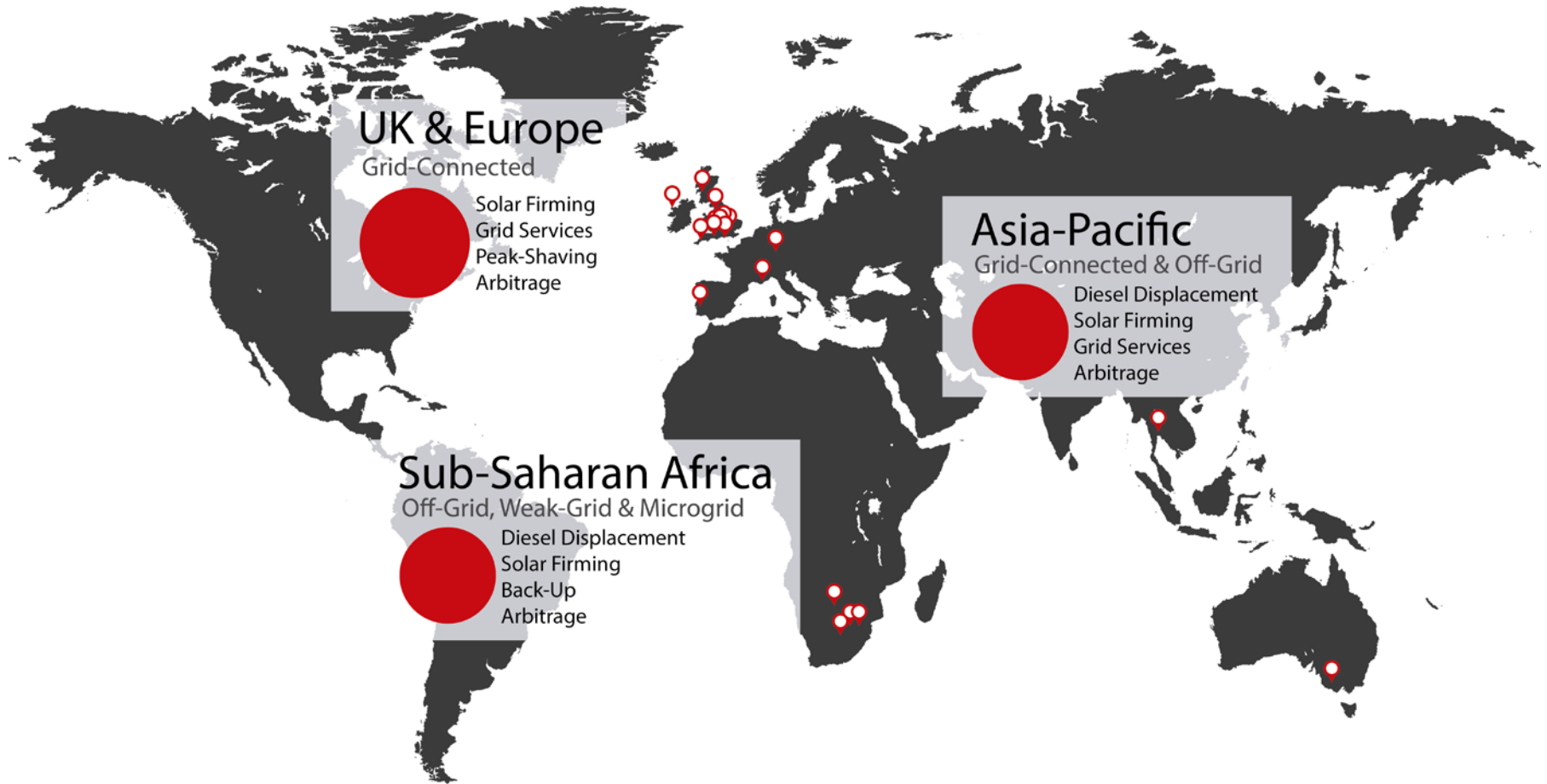
Experts in energy storage solutions - project finance, software solution, engineering & asset management

Revenue-based infrastructure customer business models

Outsourced manufacturing – Gigawatt scale, Tier 1 global manufacturing capability

One of the lowest Cost Vanadium Energy Storage Machines available globally.

Production & deployment overview



Achievements & outlook

Recent Achievements

Proven UK commercial model - opened up lucrative UK market

1st Vanadium/Lithium hybrid system to be deployed in **Australia**

Flagship demonstration site installed in cooperation with **Centrica**

Key demonstration site commissioned in **South Africa (+ multiplier sales** in Botswana)

Next generation 3 product development – Increased performance, reduced size & costs

Near-Term Focus

Further Sales of Gen 2 product in key markets – UK, EU & Asia

Delivery of Gen 3 product

Pre-orders - €11m final stage selection

Close “Mega” projects in-front of meter, large scale generation

redT selected as energy storage partner for large scale UK Tidal generation project

Management & executive team

Management Team



Scott McGregor*

Chief Executive Officer

CEO since 2009, extensive experience within mining, finance and technology industries, redT CFO 2006-09



Dave Stewart*

Chief Operating Officer

Joined 2017 from Jabil inc. extensive experience within high growth tech companies (HP, Keysight)



Fraser Welham*

Chief Finance Officer

Joined 2018 from Green Investment Bank. Previous C-level experience with Element power, Shanks Group plc.



Jean-Louis Cols

Technology Director

Joined 2017 from Logan Energy, previously Group Engineering Director at Intelligent Energy



Adam Whitehead

Head of Research

Joined 2017 from competitor Gildemeister energy storage, where he held Head of Research position

Board of Directors



Dr. Jeff Kenna

Chairman of the Board of Directors

Joined 2006. 30 years managing business in energy sector, policy advisor to EC, World Bank, UN and UK Government



Neil O'Brien

Non-Exec Director

Joined 2016, previously CEO of Alkane Energy from 2008.



Jonathan Marren

Non-Exec Director

Joined 2016, Advisor to company since 2006 with 16 years industry experience. redT CFO 2012-16.



Michael Farrow

Non-Exec Director

Joined 2006. Founder and director of Consortia Partnership Limited, Jersey.

** Also a member of the Board*

Appendix

Financial highlights

H2 2017 Trading Update:

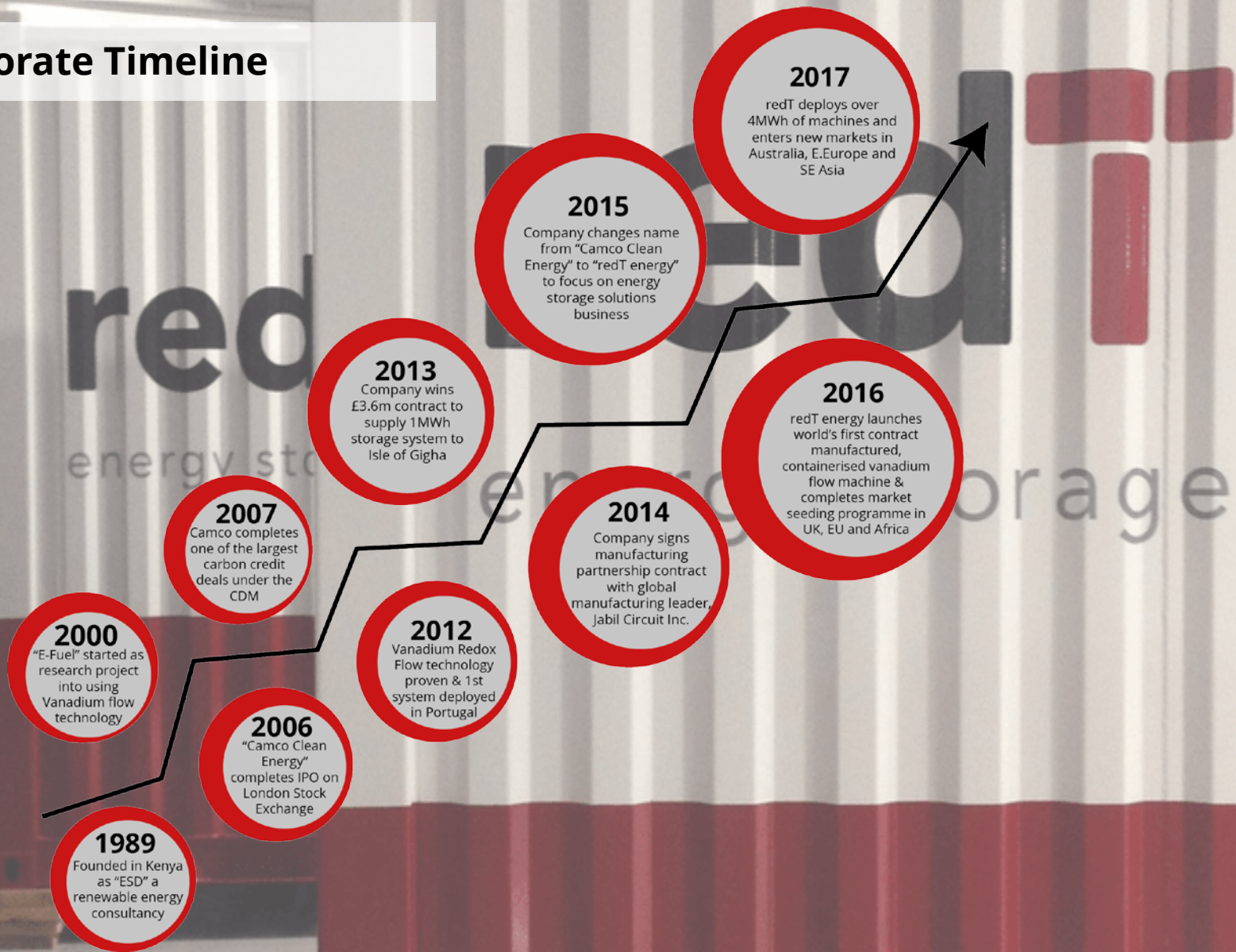
"Performance in the second half of the year for the business was as expected with full year trading anticipated to be in line with market expectations"

H1 2017 Results:

Financial results for the group in **H1 2017** were in line with overall management expectations

- **€13.2m** in available cash (FY 2016: €2.8m)
- Loans and borrowings **€Nil** (FY 2016: €Nil)
- EBITDA loss for the period **€3.2m** (H1 2016: loss €2.2m)

Corporate Timeline





**redT 15-75 Machine being prepared for shipping to
Johannesburg, South Africa**



**Internal view of redT 15-75 machine performing a
charge/discharge cycle**



redT 15-75 solar mini-grid project at the Thaba Eco
Hotel in South Africa



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